

# Export Resources to Fit Your Small Business Needs

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In today's global economy, selling your goods around the world can bring large rewards. And the U.S. Small Business Administration has resources to help. The SBA can assist with export financing, credit to close a sale, funds for working capital and expert advice to smooth the export process. ***As Your Small Business Resource***, the SBA can connect you with a network of services to fit your needs.

For help with exporting, visit the Web site at [www.sba.gov/international](http://www.sba.gov/international) or check the government pages of your phone book for the SBA office near you. The SBA and its partners feature:

## **U.S. Export Assistance Centers**

There are 16 centers throughout the United States, combining the resources of the SBA, the U.S. Department of Commerce and the Export-Import Bank of the United States in a single location. The centers provide trade promotion and export-finance assistance for entrepreneurs. The centers also coordinate with other federal, state and local international trade organizations.

## **SBA ExportExpress**

This program provides assistance to small businesses in developing or expanding export markets. The SBA guarantees 85 percent of a private-sector loan up to \$150,000 and 75 percent on loans above \$150,000 to a maximum loan amount of \$250,000. A wide variety of uses for proceeds makes SBA ExportExpress the agency's most flexible export financing program yet.

Applicants for the ExportExpress must have been in business, but not necessarily in exporting, for at least 12 continuous months before completing the loan application.

The SBA may offer an SBA ExportExpress loan for:

- Participation in a foreign trade show or translation of product literature,
- Transaction-specific financing for overseas orders,
- Revolving lines of credit for overseas orders, or
- Financing standby letters of credit.

## **Export Working Capital Program**

This program helps lenders respond to the needs of exporters seeking short-term working capital. The EWCP supports single transactions or multiple export sales. The SBA guarantees up to 90 percent of a private-sector loan to a business involved in exporting. The loan maximum cannot exceed \$2 million. Loan maturities are generally for 12 months with two options to renew for a total of 36 months. Interest rates are negotiable between the lender and applicant. The SBA charges a guaranty fee of 0.25 percent of the guarantied amount of the loan for the initial 12 months.

Applicants for the EWCP must have been in business, but not necessarily in exporting, for at least 12 continuous months before completing a loan application.

The SBA may offer an EWCP loan for:

- Pre-shipment working capital;
- Post-shipment exposure coverage, or
- A combination of pre- and post-shipment financing;
- A standby letter of credit to support a performance bond; or
- A revolving line of credit.

EWCP proceeds may be used to:

- Finance labor and materials for manufacturing goods for export;
- Purchase goods or services for export; or
- Finance accounts receivable generated from export sales.

### **SBA and Export-Import Bank Co-Guarantee Program**

This program with the Export-Import Bank of the United States is designed to provide small business exporters the ability to obtain larger export working capital loans through the Export Working Capital Program than SBA can support alone, up to a maximum of \$2 million. The co-guaranty offers flexible terms, low fees and quick processing time.

### **International Trade Loan Program**

This program provides financing to small businesses either engaged in international trade or adversely affected by competition from imports. The SBA may guarantee up to \$1.75 million for financing of a warehouse, facility, equipment, upgrades and/or working capital for business development and foreign-market expansion. Loan terms for real estate may be extended up to 25 years under this program.

*All SBA programs and services are offered on a nondiscriminatory basis.*